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JAMES S. OSTERMAN
PRESIDENT
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BLOUNT



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To: The Director of Steel Trade Policy,
Trade Policy Staff Committee

We urge you not to recommend any steel tariff increases. To do so would undermine the efforts all metal manufacturers are making to compete with foreign metal working companies now. Foreign metal working companies now have the advantage of lower wages, benefits and weaker currencies. Now to provide them with lower raw material costs will add insult to injury.

My company, Outdoor Products Group, Blount International, Inc. employs 1,500 U.S. workers. We also have plants in Canada and Brazil where our product costs are 70% of our costs in Portland, Oregon. To compete on a global basis we are forced to increase production abroad at the costs of jobs here. Lower raw material costs outside the U.S. will further weaken our efforts to be competitive here, while both our foreign competition and our other plants will prosper.

In order to protect 200,000 U.S. steel workers' jobs that are at risk from their union's own short sightedness, you jeopardize millions of efficient metal working jobs in the U.S. Does that make sense? Can you justify it? I think not.

Regards,

James S. Osterman
President
Outdoor Products Group
Blount, Inc.

